

Message Text

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ACTION EB-08

INFO OCT-01 EA-10 ISO-00 AGRE-00 CEA-01 CIAE-00
COME-00 DODE-00 FRB-03 H-01 INR-10 INT-05 L-03
LAB-04 NSAE-00 NSC-05 PA-01 CTME-00 AID-05 SS-15
STR-07 ITC-01 TRSE-00 ICA-11 SP-02 SOE-02 OMB-01
DOE-15 /111 W
-----039173 131004Z /17

R 130918Z JUN 78
FM AMEMBASSY TOKYO
TO SECSTATE WASHDC 8774

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PASS AGRICULTURE ELECTRONICALLY

E.O. 11652: NA
TAGS: EAGR, JA
SUBJECT: SPACE EXPO: BEEF SALES

REF: TOKYO 8728

1. KATSUNORI AOKI, PRESIDENT OF INTECO INC. CALLED ON
EMBASSY E/C SECTION AND ACTING AGATT JUNE 12 TO INFORM
US HIS FIRM IS PULLING OUT OF SPACE SCIENCE EXPO AND WILL
NOT PUT ON AMERICAN FOOD SHOW. INTECO HAD PLANNED TO SELL
AMERICAN BEEF AND OTHER FOOD PRODUCTS BUT, ACCORDING TO
AOKI, THE SPACE EXPO ASSOCIATION NOW WANTS TO HANDLE BEEF
ITSELF. WITHOUT BEEF, AOKI'S CONCEPT FOR THE FOOD SHOW
IS IMPRACTICABLE. IN ADDITION, SPACE EXPO ASSN. WITHDREW
OFFER OF FREE SPACE AND ASKED AOKI FOR RENT OF YEN 10 MIL-
LION AND 5 PERCENT OF PROFITS.

2. AOKI SAID RIGHT WING LDP MEMBERS HAVE MOVED IN ON THE
BEEF ACTION. MAF WILL APPROVE 300 TO 700 TONS OF BEEF TO
ENTER THROUGH LIPC WITH SURCHARGE WAIVED. BEEF WILL BE
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SOLD AT GOING RATES AND SOME OR ALL OF THE MORE THAN YEN
400 MILLION DIFFERENCE BETWEEN COST OF BEEF WITH AND
WITHOUT SURCHARGE WILL BE USED BY SPACE EXPO ASSN. FOR
POLITICAL CONTRIBUTIONS. THE ONLY PART OF THIS WE HAVE
BEEN ABLE TO CONFIRM THROUGH TRADE SOURCES IS THAT BEEF
WILL COME IN THROUGH LIPC. IN ADDITION, ZEN-NOH HAS BEEN
ASKED TO MARKET DOMESTICALLY PRODUCED FOOD PRODUCTS AT

THE SHOW ACCORDING TO AOKI.

3. INTECO HAD BEEN WORKING WITH ACCJ AND HAD OBTAINED A PRELIMINARY COMMITMENT FROM THEM TO SPONSOR THE FOOD EXHIBIT. WHAT MAY HAVE PRECIPITATED THE SPACE EXPO ASSN. DECISION TO TAKE ON THE BEEF ITSELF WITHOUT INTECO OR ACCJ MAY HAVE BEEN AN ACCJ LETTER WHICH PLACED CONDITIONS ON ITS SPONSORSHIP WHICH WERE NECESSARY TO PROTECT ITS STATUS LIMITED OFFICIAL USE

HERE AS A NON-PROFIT ORGANIZATION. ACCJ ASKED FOR ASSURANCES THAT THEY WOULD HAVE NO FINANCIAL RESPONSIBILITIES, THAT THEY WOULD BE INFORMED OF DISPOSITION OF PROFITS, IF ANY, BEFOREHAND, AND THEY WOULD HAVE VETO POWER OVER ANY PROMOTIONAL MATERIAL IN WHICH ACCJ NAME USED.

4. EMBASSY WILL ASK MITI TO DISREGARD ITS LETTER WHICH EXPRESSED SUPPORT FOR ORGANIZERS REQUEST FOR 1,000 MT OF BEEF FOR SPACE EXPO, SINCE WHOLE CONCEPT AND METHOD OF HANDLING BEEF SALES HAS CHANGED. IT IS OUR UNDERSTANDING THAT MITSUBISHI, SUMITOMO AND TOSHOKU COMPANIES WILL BE THE IMPORTERS. RECOMMEND THAT OUR POSITION SIMPLY BE THAT WHEN THESE IMPORTERS WANT TO BUY BEEF, WE STAND READY TO SELL AS NORMAL COMMERCIAL TRANSACTION. MANSFIELD

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Message Attributes

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